nd Carries Away a Customer From Under His Nose and From Under the New Painted Front and Souvenir Signs of the Rival Bazaar-Little Too Smart.

The separation of the business interests Hyman Goodman and Yankelé Schleifan ad been effected successfully, not without me feeling on the part of Goodman, and was established in the place of lig Gottlieb as manager. Goodman, who id not relish the idea of having his former sistant as his commercial rival, was usiv afraid that his shop would suffer cause of Yankele's enterprise, although did not want to have such an idea get to the head of the opposition. It was not ng, however, before the returns in the odman store began to show a falling off. nd the proprietor set himself to devising get back the trade that he was

rry Mever, who was in business uptown nd who therefore might be approached in is way without danger that he would take dvantage of what was told him. Meyer appened to come downtown one afteroon and found Goodman in the store. They were sitting there, talking over various natters when Meyer asked: "What has become of the boy who used to be here? What was his name?"

To which Goodman replied: - "Oh, you nean Yankele. He's out of the store now. le is working now for a man named Gottb as manager. Gottlieb is sick, and ankele has the store in his place." "You don't say?" said Meyer. "Well,

at is fine. He was a smart boy." "Yes," replied Goodman, "he's a little bit smart. He is in that place now, and he ows all the people who used to buy here, nd he's getting away a lot of them from It is hurting my business."

ou ought to do something for that, aid Meyer. "An old hand like you ought be able to get the better of such a young

"That's very easy to say," said Good-"but I have been thinking of it for long time, and I can't get any ideas." Nebbich, a fool has a fine world," rehed Meyer, shaking his head. "It's easy This store here is old and dingy oking, like Gottlieb's. What you want do is to get it all fixed up nice and clean we it painted a little. Then go to work d give away souvenirs when you have a e on and every one will come here. What's that? Give away somethi What's that? Give away something?" sked Goodman. "That will cut my profit way down to nothing. I can't afford to business that way."

Well, it's better to make small sales and Well, it is better to make small sales and ck profits than to go machullah. Bees, you don't have to give away souvenirs the time. When trade gets brisk and ple are coming here right along you can it them there aren't any more souvenirs, but that there'll be some in later. en you can cut a little off the price to ke up for it and they'll be just as well isfied. At that you'll make money. Beake up for it and they it be just as well attisfied. At that you'll make money. Beddes, when Yankelé sees what you are ong he'll have to do the same to keep with you. That way at least he'll be nder an expense he can't stand, because a basn't the money you have."

hasn't the money you have."

"That's a splendid idea," said Goodman.
You are a regular hochim. I will do that."

"I have a relative in the painting business," said Meyer. "He will do you a nice job fixing up the store, and he will paint the signs for you, advertising the souvenirs, serv cheap."

This conversation had its result about a eek later, when the painters got through th Goodman's place. It was all clean d fresh on the front, glistening with paint, odman told the painters they needn't ad about the inside of the store, because ong as the front looked all right that enough. Over the door was a sign w painted with fancy curves and curlistraggling Hebrew letters: "Gros-auf. Andenken Weggegeben," adertising to the world at large what were

ocdman's intentions.

The proprietor spent his time about qually in the back office and across the He went out of the store to adbire the effect and was well pleased thereat.
If that remained now was to await the flux of custom and to observe the effect, possible, upon the trade of the rival firm, pleased Goodman all the more, on the orning he was ready for business, that ankele came by on the way to his place. Goodman walked out to the front of his place and nodded to Yankelé. "Good norning." said the latter, courteous as sual. "What is it? Are you going to have

"A fire?" asked Goodman angrily. "That foolish talk. Between you and me, I dieve that is what you'll have to have then your trade begins to fall off. You ink you are so smart, but you meet one o many when you meet me. It takes ore than a young head to manage these

"Perhaps you are right," replied Yan-

ight to pick up."
I believe so, said Goodman proudly.
believe so, said Goodman proudly.
the it has been bad, said Yanthe "Even though it takes more than young head to manage business." Never mind," retorted Goodman. "You so smart. You will see how this

all work out."
While they were standing so, along came
tes, foldie Schwartz, one of Goodman's
destablished customers.
Goodman d established customers. Goodman who should say, "Now you will see." its. Schwartz stopped to look at the disay, admiring: it, and made a remark bout how fine the store looked. Goodman aswered smilingly, the while casting side ances at Yankele, who wasn't discomfited the had averaged.

he had expected.
"What can I do for you, Mrs. Schwartz?" eked Goodman.
"My daughter Rachel is going to get arried—" she began.

"Gratuliere," said Yankelé.
"Thank you," replied Mrs. Schwartz, miling at him.
"She is a fine girl," answered Yankelé.

envy the chusan. Mrs. Schwartz smiled again and Good-an frowned. He didn't like the idea hat Yankele was engrossing the attention

of his customer.

"Well. I have to pick out some goods for her wedding dress," said Mrs. Schwartz.

Bachel is just now up town and I said I would stop in and see what could be got.

"You are just in time," said Goodman; we have the very thing. Come in."

Mrs. Schwarts was about to enter when Yankele said to Goodman: "All these improvements must have cost you a lot of noney."

yes," replied Goodman proudly, don't mind that. I can afford to the money. The store was so dingy

I felt it ought to be fixed up. It was d as Gottlieb's] place before I had it up." Then, to make the harbed shaft ank in deeper, he turned to Mrs. "chwartz and said: "You know Yankelé now is man-ser for Gottlieb. He isn't with me any Schwartz looked at Yankelé with

chewed interest. She had another daugher braides Rachel. Yankele, as if gusesing or thoughts, smiled upon her. "I should set to come to that wedding," he said, "I save heard you have a fine home, Mrs.

praise be given, replied Mrs. praise be given, replied Mrs. itz, with assumption of modesty. not so bad a place. She did not, or commit herself on the proposition man stood there, afraid to seem too or the school of the seem too.

Schwartz's custom and yet her into the store in order hat the bargain for the crepe de chine that Ir. Schwartz had in mind might be got der way. But Yankele showed no dis-tallion to go just then. Instead he spoke admiringly of the appearance of the store

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and mentioned the probable cost of the "Yes, yes," said Goodman testily, "it all costs money. Is any one such a fool he can't realize that? For nothing what can

"I was thinking," said Yankelé, "that it

"I was thinking," said Yankelé, "that it would be bad for any one to go to your store to buy for a little while at least."

"Why is that?" asked Mrs. Schwartz, and Goodman too demanded, "Why do you say that?"

"Because," said Yankelé, "it stands to reason. If I buy a thing from a store-keeper he must make his profit. Now it is written, "The empty hand asks for alms.'

That is to say, when a man offers to you something, as for instance a hand, he wants something in return, as for instance, alms. That is to say, when a man offers to you something, as for instance a hand, he wants something in return, as for instance, alms. Now in this case I should say that you are offering these souvenirs and you are offering these souvenirs and you are offering these souvenirs and you are offering this store, fresh painted on the outside only and you are offering besides the goods you have for sale here. So that for all these there is something expected in return. Now it is a plain thing," he added in his very best argumentative manner. "that for all these things the customer must pay. So you can see, Mrs. Schwartz, that if you buy now from Goodman you have to help him pay for all these improvements in his store, besides all the regular profit he would make anyhow. You can see that, because you are a very smart woman and the mother of two beautiful daughters."

Mrs. Schwartz nodded her head that she saw. She diagnosed the situation that it was a case of two shopkeepers bidding for her trade, in which she couldn't very well lose.

"But "interrupted Goodman "that is all."

lose.
"But," interrupted Goodman, "that is all nonsense. I haven't raised the prices on my goods at all, so that is untrue. You can see for yourself if you come inside," he said to Mrs. Schwartz, trying to draw her

said to Mrs. Schwartz, trying to draw her in.

"It is true that you haven't raised the price on your goods, as far as the tickets go." said Yankelé, "because, as Mrs. Schwartz may not know, there aren't any tickets on the goods. I know that because for some months I worked for Goodman."

Then addressing himself to her, he continued. "Mrs. Schwartz, if you want to see the difference, come first to my place. You will see there the goods you want, better than Goodman has them, and in my place you won't find you have to pay for store fronts and souvenirs and so on. All there is is a very small profit. I am saving my money up so that some one of these days I can get enough together to be married and the wife I have can help me in the store and still will be able to live in luxury at home. Perhaps not such a home as yours," he added, "but a good one." good one."
Mrs. Schwartz wavered for a moment for

a good one."

Mrs. Schwartz wavered for a moment for policy's sake.

"This I will do," said Yankelé. "Just you come to Gottlieb's and look at the things. I don't ask that you should buy at all. Just come and look at them. Then if you want, to come back to Goodman, and I'll guarantee that I will sell you better goods than his and cheaper. All you have to do is to look, you don't have to buy."

Mrs. Schwartz by this time had her mind made up on the subject and she answered: "All right, Yankelé, I will go over and look. As you say, to look costs nothing. Then if I'm not satisfied I can come back here."

"But." began Goodman, as she started away with Yankelé, "just a minute—"

"Never mind," interrupted Yankelé, "you will have your turn later. That is, if Mrs. Schwartz wants to come back."

And as he watched them walking away, Goodman said aloud "Nu, what a fool Meyer was! No, that is wrong. What a fool I am!"

SURPRISE PACKAGE BY EXPRESS. Chicago Comeon Tumbled in Time to Get His Money Back.

When Herman Roeder came on from Chicago on Saturday to have an interview with Reberg & Co. of 144 Sullivan street he was surprised to learn that there was no such firm at that address. He went around to Police Headquarters and told his experience to Inspector McCafferty.

Roeder lives at 193 Schiller street, Chicago. Several weeks ago he got into negotiations with two young men who wanted a partner in manufacturing self-righting mantles. When everything was ready to start the business the young men informed him that it was necessary to have certain chemicals that were made only by Reberg & Co. of 144 Sullivan street, New York.

An order was sent on for the chemicals, which were to be sent C. O. D. A package purporting to be from Reberg & Co. was delivered to Roeder last week by the Adams Express Company with a bill for \$280. He paid the money. In the package he found what looked to be pebbles coated with tar. His "partners" had left town, so he came

on here to get an explanation from the firm. McCafferty assigned Detective Unger to investigate the case. He learned from the express company that the package sent to Chicago had come from 147 East Fortyninth street, and that the \$260 had not yet been turned over to the persons who sent it. The detective got some blank express re-

ceipts, donned an express driver's uniform and went to the East Forty-ninth street address and inquired for Reberg & Co.

"I'm Reberg. He is the company," said a young man in a room on the third floor as he pointed to another young man in the

"We have got the money back from Chicago. I want a receipt for it," said

Unger.
After the receipt had been signed the detective arrested the men and also a young woman, who said she was the wife of one of them.

The prisoners were arraigned in the York-

The prisoners were arraigned in the Yorkville police court yesterday. They were
entered on the records as Paul Gruber
and Mrs. Gruber and Emil Kuhn. The hetective told Magistrate Karnochan that
Gruber had declared himself to be Reberg
and had signed the receipt.
Roeder made a complaint. The Magistrate couldn't see any reason for arresting
the woman and discharged her. The men
were held in \$1,000 bail each for examination
to-morrow.

Leaves Estate to Twenty Children.

KILLINGLY, Conn., March 8 .- In the Probate Court here on Saturday an administrator was appointed for the estate of Anthony Lebrecque. Lebrecque leaves a wition and twenty children, all living within a few miles. Twelve of the children have families of their own, one of them sixteen children.

A "Very Orderly" Lynching in Texas. AUSTIN, Tex., March 8 .- Gov. Campbell to-day was advised by the Sheriff of Havasota county that a "very orderly" lynching had taken place at Havasota last night.
The victim was a negro who had attacked
a white man with a knife. The negro was
taken from jail, dragged to a telegraph
pole and strung up.

BOOKS AND AUTHORS.

Mrs. Burnett's "Shuttle" and Gilbert Parker's "Weavers" have been confused through similarity in the significance of the title. But now, through a review, comes another unwilling claimant, Kate Douglas Wiggin, who does not need the prestige of another's books and of whom it has been said that "she is the author of that wonderful book 'The Shuttle.' ' This mixup recalls Bret Harte's remark to a lady at dinner who complimented him on the late John Hay's poem "Little Breeches." "Madam," said the Westerner, bowing, "you've put 'Little Breeches' on the wrong man.

The Beni Mora of Mr. Hichens's "Garden of Allah" is an actual place and it may be found on the map-has been found by many tourists under its real name, Biskra. Now comes the statement that the story itself is a faithful narrative of people still living. Boris Androvsky did flee his Trappist cloister and meet the beautiful English woman in the desert. Mr. Hichens's novel ends leaving Domini in ('ount Anteoni's garden consoling her lonely hours with the little boy while his father, ignorant of his birth, sits counting his beads in the cloister near Tunis. But the true story is said to be that Boris escaped a second time and fled to his wife and child. To-day they are living together in London. The boy is quite a lad now. But the tragedy of it all is that the life that Boris and Pomini lead in grimy old London is not a happy one.

H. G. Wells in his forthcoming book, New Worlds for Old," sets forth his belief in Socialism. "The present writer," he says, "has long been interested in the Socialistic movement in Great Britain and America and in all those complicated issues one lumps together as social questions. In the last few years he has gone into it personally and studied the Socialist movement closely and intimately at first hand. He has made the acquaintance of many of its leaders upon both sides of the Atlantic, joined numerous organizations, attended and held meetings and experimented in Socialist politics. He calls himself a Socialist, but he is by no means a fanatical or uncritical adherent. To him Socialism presents itself as a very noble but a very human and fallible system of ideas.

Harry Leon Wilson, author of "Ewing's Lady," has taken up housekeeping with his old friend Booth Tarkington, in Capri, where they are living in the villa long famous to American travellers as the residence of Elihu Vedder. Mr. Wilson is known among his friends as the man who can write a novel with one hand and a play with the other. "The Man from Home," a play in which he collaborated with Tarkington during the months when he was at work ur on his novel, has had a long run in Chicago.

Edward H. Cooper, author of "The Marquis and Pamela," a new novel announced for publication this week, has produced several novels descriptive of smart sporting society in England, one of which, "Mr. Blake of Newmarket," was rewarded with a long and enthusiastic letter from King Edward. The new book will deal with the racing experiences and other adventures of a well known English marquis.

Martha Gilbert Dickinson Bianchi's novel A Modern Prometheus," which was published on Saturday, was partially written within the gates of Perugia and beneath the shadows of the monastery at Assisi. Prometheus is a young -Italian priest bound to the rook of Church doctrines and

Granville Barker, who collaborated with William Archer recently in writing "Plans for a National Theatre" and whose glay "Waste" has been well received in London, was an actor at 13, a playwright at 15. By reason of his appearance in many of Shaw's plays in London a few years ago when he was a very young man Mr. Barker acquired the title of "the Shaw boy." has now at 30 emerged from the light shed upon him by his illustrious associate and taken his own place among the playwrights

William Roscoe Thayer, whose volume of studies in Italian life and letters, entitled "Italica," is to be published next month, is a member of the Massachusetts Historical Society and "Cavaliere dell' Ordine della Corona d'Italia." One of the chapters of the book will be devoted to Antonio Fogazzaro and his masterpiece,

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Nathaniel Hawthorne's Works, \$12 a set Riverside edition, 13 8vo vols., gilt tops. Publisher's price, \$26. James Whitcomb Riley's Poems, \$5 Eleven vols. Publisher's price, \$13.50. Main floor, Old Building.

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"Main. Mar 26 Luetzow. June 41
Barbarossa. Apr 9 Kurfuerst. June 11
Seydiltz. Agr 23 Bremen. June 12
Luetzow. Apr 30 Friedrich. June 20
Kurfuerst. May 7 P. Friedrich Wm. June 25
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Barbarossa. May 21 Luetzow. July 9
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